

Message Text

UNCLASSIFIED

PAGE 01 LIMA 03875 081617Z
ACTION ARA-14

INFO OCT-01 ISO-00 EB-08 /023 W
-----043362 081618Z /50

P 081503Z MAY 78
FM AMEMBASSY LIMA
TO USDOC WASHDC PRIORITY
INFO SECSTATE WASHDC 9908
AMEMBASSY BOGOTA
AMEMBASSY MEXICO
AMEMBASSY SANTIAGO

UNCLAS LIMA 3875

EO 11652: N/A
TAGS: BEXP, PE
SUBJ: MACHINE TOOLS USA: VTR CATALOG SHOW

REF: LIMA 3528

1. COMATT INVITED ALL PERUVIAN REPRESENTATIVES OF PARTICIPATING FIRMS LISTED ON MARKET DATA FORMS (INTERTEC; SOLDADURAS ANDINAS; CORPORACION TECNICA DE COMERCIO; RECOMAQ AND DAMEH & VIOVAR) TO MEETING AT EMBASSY TO DISCUSS SUBJECT EXHIBITION. NONE OF THEM HAD BEEN ADVISED BY US FIRMS OF THIS EVENT BUT ALL READILY AGREED TO SUPPORT EMBASSY IN MAKING SHOW A SUCCESS. THEY WILL ASSIST WITH MAILING LISTS AND WILL BE PRESENT DURING EXHIBITION HOURS.

2. RECOMMEND THAT USDOC CONTACT US FIRMS AND SUGGEST THAT THEY COORDINATE PARTICIPATION WITH THEIR PERUVIAN REPS.

3. REQUEST CLARIFICATION ON FOLLOWING:

- A. CATALOG LISTS DAMEH & VIOVAR AS DISTRIBUTOR FOR W.A. WHITNEY BUT ALSO INDICATES FIRM IS SEEKING REP FOR PERU. WHICH IS CORRECT?
- B. CATALOG INDICATES THAT HARDINGE BROS. SEEKING PERUVIAN
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REP WHILE FACT SHEET INDICATES THAT FIRM IS ONLY INTERESTED IN DIRECT SALES. WHICH IS CORRECT?

C. SHOULD FIRMS INTERESTED IN DOING BUSINESS WITH KINGBURY DIRECT THEIR INQUIRIES TO HOME OFFICE IN NH OR TO REGIONAL REP IN SAO PAULO?

D. CATALOG AND FACT SHEETS INDICATE MOREY MACHINERY AND GOSS & DELEEUW ARE SEEKING REPS FOR PERU. INTERTEC PERU ALLEGES THAT

IT ALREADY REPRESENTS BOTH THESE FIRMS HERE. PLEASE CLARIFY.
PREGG

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NNN

Message Attributes

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Draft Date: 08 may 1978
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Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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Secure: OPEN
Status: NATIVE
Subject: MACHINE TOOLS USA: VTR CATALOG SHOW
TAGS: BEXP, PE
To: COM
Type: TE
vdkgvwkey: odb://SAS/SAS.dbo.SAS_Docs/49e3b4a2-c288-dd11-92da-001cc4696bcc
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